

FINAL EVALUATION METHODOLOGICAL REPORT

FINAL EVALUATION OF MCA-MOROCCO COMPACT

LOT 2 – Final Assessment of the Small-Scale Fisheries Project

Contracting authority:

Agency of Partnership for Progress (APP)

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INTRODUCTION

The Kingdom of Morocco had long disregarded its sea-fishing sector – it took until 1969 to establish the National Office of Fisheries and a ministry governing the sector was created in 1981. Morocco's desire to address the backlog resulted in the introduction of official policies promoting an endogenous and harmonious development: such policies first focused on creating a **high-sea fishing** fleet from scratch, through generous subventions which attracted inexperienced promoters, often to their detriment.

On one hand, **coastal fishing** was already buoyant and supervised by the Government, given its importance in coastal areas in terms of employment, and due to the fact that sea-products were being exported and generating a substantial currency contribution. The management of this mandate was exclusively entrusted to the OCE (Marketing and Export Office) throughout the OCE's monopoly on exports of agricultural products and certain agri-food products, from 1965 to 1987.

On the other hand, **small-scale fishing** was mainly supported by ad hoc measures or one-off actions often similar to social aid.

Specifically, the first small-scale fishing structural support programs appeared at the beginning of the 80s with the adoption of a coastal development plan. The Government made plans for the construction of fishing villages (FV) and fish landing points (PDA), along Morocco's coastline. These installations were designed as micro-poles for economic and social development.

The program was funded by various sources, including the State budget, several national agencies, the **World Bank** and the Japan International Cooperation Agency (**Jica**). Achievements kept pace with the uncertainties of the availability of funding.

During the first decade of the 2000s, sectoral studies undertaken as part of the MCC compact often conducted to the same conclusion as those conducted to establish the national vision for the marine fisheries sector in 2020, expressed in a plan called Plan Halieutis. Thus the 2010 Report of the Agency for Partnership and Progress of the Millennium Challenge Account-MOROCCO states the recognition of this interpenetration between national plans and the objectives of the MCC:

"The reform plan for the national fisheries "Halieutis" is based on a serie of development projects for expansion and modernization of the fishing industry in 2020. The choice of this sector in the Compact will inevitably contribute to achieving the objectives of this plan. These include the modernization of the artisanal fishing fleet as well as the construction and upgrade of 39 sites spread over the two Moroccan coast."

Regarding the small-scale fisheries value chain, the objectives defined were to restructure and provide guidance, more specifically, for the creation of integrated regional development poles. The goal was to increase the contribution of small-scale fisheries industry to sectoral development, while improving the living and working conditions of the population concerned. These objectives were also aimed at regulating and mastering fisheries to better preserve resources, organize, integrate and formalize the marketing channels of fisheries products.

In this light, the **Halieutis** plan included the creation of equipped fishing villages with access to roads, clean drinking water and electric grid. The fishing villages were to be built trthrough various phases, and made up of the following areas:

- Port: Fishing shelters with a protective dyke or a sloped plane;
- Commercial core: Fish market, tackle shops, fish wholesalers' shops, collective workshops, cold chambers, ice machines;

- Housing area: housing and utility services according to the importance of the sites. In addition, medium and long term programs included the establishment of industrial and tourist areas, depending on the degree of development of the sites.

I) PRESENTATION OF THE COMPACT

In 2007, **Morocco** applied for funding to the **MCA** (Millennium Challenge Account) of the **US MCC** (Millennium Challenge Corporation) for a program that resulted in extensive national consultations launched in 2003. The program aimed at boosting economic growth through productivity growth and enhanced employment in some sectors with great potential. **Morocco** was hopeful to galvanize certain promising sectors as generators of employment.

- The **Goal of the Compact** is to reduce poverty in Morocco through economic growth.
- The **Objective of the Program** is to stimulate economic growth through productivity increase and enhanced employment in industries with high potential.
- The various forms of **sustainability covered by the Program** were articulated as follows:
 - Institutional sustainability
 - Financial sustainability
 - Environmental and social sustainability

A. PROGRAM DEDICATED TO SMALL-SCALE FISHERIES

The **small-scale fisheries** value chain was selected among the sectors with great potential. The final specific request – which was expected to benefit approximately 25,000 fishermen, boat owners, wholesale fish merchants, mobile fish vendors, and their household members, covered the 9 following points:

1. Modernization and upgrade of the small-scale fishery fleet
2. Construction of fish landing sites (PDAs)
3. Development of infrastructure for craft fishermen in fishing ports
4. Construction of fish wholesale markets
5. Reorganization of mobile fish vendors
6. Inclusion of women in the craft fishery value chains
7. Sustainable resource development
8. Training
9. Technical assistance

However, what was in the end **accepted** as part of the Compact can be formulated as follows:

1. Fish landing sites and improvement of ports:
 - a) Construction and development of 20 fish landing sites
 - b) Construction of dedicated installations in 13 urban ports
 - c) Training on conservation of resources, management of protected marine areas, effective navigation and fishing equipment, hygiene, fish quality, security, creation of efficient organizations and cooperatives, access to financial services, formulation of 4-8 projects integrating women in the value chains
 - d) Preservation of resources through:
 - I) the establishment of protected marine areas
 - II) the conceptualization of an integrated management program for a coastal zone
 - III) the installation of coolers on board of fishing boats
2. Creation of 6 fish wholesale markets
3. Equipment and training of 2,000 “mobile fish vendors”

B. PREPARATION AND LAUNCH OF ACTIVITIES

• Creation of the APP

The same year, the **APP** (Agency of Partnership for Progress) was created, resourced and structured; the APP had to sign a set of agreements with different departments and stakeholders to be able to achieve its mandate as a Delegated **Program Manager**. The first contract covering preliminary studies was concluded 18 months after the signature of the **Compact**.

• Implementation activities

The signature of the agreement, which was subject to prerequisites that have all been met, was followed by a period of various preparations – surveys, procurement, and other implementation activities, financed by the program funds through a **CIF** (Compact Implementation Fund) arrangement. Such preparations lasted one year.

• Start-up

During this period, and given different delays, all stakeholders unanimously recognized that the program was too ambitious and that it had to be restructured in order to be improved.

C. REFOCUSING

While the original budget, which included both US funding and Morocco's contribution, was not adjusted, the scope of some interventions were reduced, for technical reasons and issues linked to the availability of the land. The Small-Scale Fisheries Project was modified as follows:

- 11 fish landing sites (instead of 20)
- 10 ports (instead of 13)
- 5 wholesale markets (unchanged)
- 1267 mobile vendors (instead of 2000)

The internal economic rate of return (**ERR**) of the **Small-Scale Fisheries Project** was estimated as follows:

Small-scale fisheries	ERR
Construction of fish landing sites	28.6 % (10-20 years)
Development of ports for small-scale fisheries	83.5 % (20 years)
Construction of wholesale markets	43.0 % (20 years)
Support for mobile vendors	32.2 % (10 years)

D. REVIEW OF THE ACCOUNTS

As scheduled, on the eve of the closure of the Program, MCA partners, the United States of America and the Kingdom of Morocco, decided to commission the first evaluation under the terms of reference analyzed below.

The artisanal fisheries component, which was of an uncommon dimension and nature for international cooperation projects, was eagerly considered in a rare and prevailing holistic approach characteristic for the entire program. All areas were evaluated, and besides expected technical and economic

development achieved, significant progress was made in terms of integration of women into the value chains, training on resource preservation and environmental protection.

The project evaluation was thus meant to consolidate on the achievements and inspire new international cooperation initiatives...

The evaluation process to be employed will consist of the following distinct phases:

- Phase 1: In this phase, the main evaluation criteria (relevance, effectiveness, efficiency, consistency, and sustainability) are divided into specific sub-indicators with a defined scope for evaluation, easily associated with the data accessible in the field.
- Phase 2: Data collection and processing. These activities cover the implementation of the statistical approach used to carry out the surveys. Data will be collected through surveys, review of reports gathered during the in-depth phase of consultation, INRH database, focus-groups and individual interviews, and technical visits to sites. All collected data shall be processed during this phase, and consolidated into an ad hoc database.
- Phase 3: Gap analysis and evaluation. This phase will be dedicated to the evaluation itself. Evaluation tools will be used to assess MCA Morocco's inputs provided in tangible form (infrastructure), and intangible form (know how, best practices, etc.). The findings will be translated into "lessons learned". Positive findings should be fostered. For this purpose, measures will be proposed to ensure their dissemination. Unsatisfactory results should be analyzed to determine the causes of the failure. Recommendations will be made to avoid similar mistakes in the future.

II) PHASE I: IDENTIFICATION OF SPECIFIC INDICATORS

A. OVERVIEW OF THE TERMS OF REFERENCE

The terms of reference are based on several axes, which we succinctly refer to as critical points. After a short description of the Small-Scale Fisheries Project, the terms of reference are presented as follow:

1. Goal of provision of services

This chapter will cover the evaluation of the project's performance along the defined lines which will be included analyzed through the upcoming outline.

2. Evaluation approach

i. Fish Landing Sites

The work conducted by the INRH under the Compact-Morocco defined the development of baseline data for each fish landing site and port, designed and equipped for small-scale fisheries, and their monitoring throughout the Project achievements. A database has been developed.

It is stated that *"under this consultation, the final evaluation is restricted to the sites where work has been completed and which have been used by the fishermen for over one year"*, i.e. Tantan port and Tifnit fish landing site.

Regarding socio-economic data, the evaluator should develop a report in compliance with the current standards.

ii. Wholesale Markets

The Beni Mellal wholesale market has been completed, but is not yet in service.

iii. Reorganizing mobile vendors

The evaluator will have the baseline data set by the contractor in charge of the study of eligibility of mobile vendors. We will adopt the double-difference method (DDM) by comparing a sample of mobile vendors beneficiary to a sample of non-beneficiary mobile vendors.

iv. Other Activities

The evaluator should examine two other activities achieved under the small-scale fisheries project, namely the marine protected areas, and the pilot projects for women.

Marine Protected Areas

No survey is anticipated under this evaluation analysis. The assessment shall be qualitative (interviews and focus-groups, including the participation of all stakeholders).

Pilot projects for women

Pilot projects for women are evaluated under a separate contract on gender mainstreaming in the Small-Scale Fisheries Project. The evaluator will consolidate the results of the relevant study in the final evaluation report by evaluating the progresses and causes of potential delays, while proposing recommendations to improve the upcoming phases for both projects (Sidi Abed and Sidi Ifni).

After this succinct presentation of the main points of the terms of reference, we outline below the areas to be covered by an in-depth analysis defined to evaluate the performances of the Small-Scale Fisheries Project.

B. PERFORMANCE ANALYSIS OF THE SMALL-SCALE FISHERIES PROJECT

The purpose of this analysis is to evaluate the performance of the Small-Scale Fisheries Project along the five areas outlined and analyzed below.

1. Presentation of the performance criteria

The final performance evaluation roadmap for the Small-Scale Fisheries Project (PPA-MCC) is developed using a grid constructed around indicators relating to Project relevance, effectiveness, efficiency, effects and impact of its achievements, to the sustainability and durability of gains.

For each of the 5 areas defined above, the terms of reference set, first, the general scope of the overall approach that should be adopted by the evaluator:

The project **relevance** shall thus be assessed through the program's overall objectives and specific goals, in terms of convergence with political priorities, sectoral strategies, and compared to the needs and expectations of beneficiaries. Program's place relative to other similar Government projects and potential synergies in the target industry and intervention areas will be also evaluated.

As regards to **effectiveness**, the results obtained should be measured under the activities programmed and implemented. The extent of achievement of the activities' objectives must be assessed.

Evaluating **efficiency** means examining the extent to which the various resources mobilized by the different activities were linked to achieving the results.

The **consistency** aspect leads us to assess the match between the resources mobilized and the Project objectives, the consistency among the different activities, their programming, and governance tools to reach the objectives set in the Compact.

The **sustainability** and **durability** of the results on beneficiaries, regardless of the MCA-Morocco Program and Project, will be evaluated in terms of probable duration. The durability will be tackled by assessing the ownership of the infrastructures by the beneficiaries and their ability to manage them. The ability of ONP to ensure maintenance will also be part of this study. The evaluation will be undertaken after analyzing their effects and impacts on all operators of the small-scale fisheries industry, but also on sustainability of fisheries resources and assimilation of relevant technical and environmental best practices.

The interest of the MCC, Morocco Government and APP in the evaluation of the sustainability and durability of the achievements of Project's different activities lies in an evident effort to make a success of a useful and lasting work for the economic and social development of the fisheries sector in Morocco, in general, and for the fishermen in the relevant sites, in particular.

2. Analysis of the Project's performance

For each area, a certain number of criteria for assessment are applied. Key components under each criterion are analyzed. Each component under the criterion transpires into one or several questions that will be defined by one or several quantitative or qualitative data set collected through surveys, interviews, focus-groups, and information gathered in available documents.

The overall assessment of the project performance will be positive if the data analyzed does not have notorious discrepancies regarding each component. Otherwise, significant discrepancies will be noted and examined. The method applicable for this purpose is shown in Table 1 below.

3. Detailed criteria of "relevance, effectiveness, coherence, efficiency and sustainability"

The analysis grid will be outlined in a three-column table with as many lines as there are criteria to analyze.

The first column is reserved for the assessment criteria as identified in the terms of reference.

The second column is reserved for the characterization of the assessment criteria of the line being analyzed. The column clarifies the issues that are relevant to data search for criteria characterization or reminders of already collected data.

The third column includes research methods and sources of data to be collected, as well as comments on the content of the second column.

Table 1: Analysis of relevance criteria

Criteria for assessment	Characteristics of the performance criteria	Comments
1. Convergence of overall and specific objectives 1.1. <u>With political priorities</u>	<u>What are the political priorities?</u> - Sustainable economic and social development: INDH - Improved income, poverty - Precarity reduction - Preservation of natural resources - Gender equality	
1.2. <u>With sectoral strategies and needs</u>	<u>What are the sectoral strategies?</u> - Halieutis Plan - Emergence Plan - Tourism Plan - Environmental Charter & Sustainable Development - National Strategies on Water & Energy	
1.3. <u>With the beneficiaries' needs and expectations</u> 1.3.1. Fishermen 1.3.2. Mobile vendors 1.3.3. Others, and indirect beneficiaries	1. <u>Needs</u> : Improved employment and income, working conditions made easier, better organized product marketing, improved living environment, infrastructure (clean drinkable water, sanitation, energy for lighting and other use) 2. <u>Expectation</u> : Meeting sustainable needs: - stable employment, evolution in income - working conditions: infrastructures, equipment (fishing, handling, storage...) - marketing: organization, reduction of fish losses, quality preservation	
1.4. <u>PPA-MCC complementarities with other governmental projects</u>	- Government policy: modernization of small-scale fisheries, Govt. PDAs - PPA continuity/Moroccan Government policy - Key areas of Government projects	
1.5. <u>Synergies among programs</u>	- Are there any consultations between the Department of	Minutes of joint meetings? Common action envisaged

	fisheries, APP and MCC? - Identify joint activities, experience sharing - Creation of a PDAs and improved ports network for small-scale fisheries - Annual meeting of network members' representatives	Achievements follow consultations?
1.6. <u>Consistency between the APP-MCC objectives and design</u>	- Will the components and activity programmed under the PPA allow reaching the overall objectives and specific goals? - Are they consistent with one another? - Do they address beneficiaries' needs and expectations?	
1.7. <u>Validity of APP intervention logic and poverty reduction</u>	- The improved education level and vocational training will foster the use of infrastructure, equipment, fishing gear and compliance with measures to preserve fishery resources. Catches, conservation and marketing, as well as income, will improve	
1.8 <u>Contribution of actual results to achieve APP specific objectives</u> <u>Are results likely to do so in the future?</u>	- The components and activity results, effects and impacts on beneficiaries in the Tifnit PDA and Tantan port, and appraisal of the satisfaction of their needs and expectations will help assessing the extent to which PPA-MCC overall objectives and specific goals were met - Provide conditions for sustainability of resources and physical achievements through appropriate steps, gradually improve the educational level with continuous literacy efforts, maintain a good level of vocational training...	
2. APP technical refocusing 2.1. <u>Relevance of the changes brought to the APP design and implementation relating to:</u> - activities - components - auxiliary activities - PPA contract	Refocusing: validity and justification of the reasons? Was the path taken the only opportunity to overcome the alleged constraints? Review PPA-MCC components and activities to identify what was reframed and assess relevance.	
3. Participatory dimensions 3.1. What involvement and at which level? - of populations - of professional associations - of local communities - of actors - of civil society	What are the agencies, persons or groups of persons identified who were involved? Their representation? How was their involvement initiated? At which level have they been involved: design, decision-making during completion work? What are the effects and impact of their involvement? Positive? Negative?	Documents: UGPP & INRH reports, surveys, interviews, focus groups? Mid-term evaluation report

<p>Beneficiaries' needs and expectations</p> <p>3.2. <u>Direct beneficiaries</u></p> <p>3.2.1. APP-MCC outcomes: did they meet such needs & expectations?</p> <p>3.2.2. Are they appropriate?</p> <p>3.2.3. Are they of good quality?</p>	<p><u>Expectations and needs of direct beneficiaries</u></p> <ul style="list-style-type: none"> - Did the achievements meet beneficiaries' expectations and needs? - Are achievements and quality appropriate to secure long-term satisfaction? - What are the expected effects and impacts? - Are they observable within the PPA five-year period? 	
<p>3.3. <u>Indirect beneficiaries</u></p> <p>Fishermen, mobile vendors, wholesalers, other social actors in PDA & ports (cafes, restaurants, mechanics, food services, etc.)</p> <p>How have they been affected? Employment and income?</p>	<ul style="list-style-type: none"> - Are there any direct beneficiaries in the PDAs and ports? If yes, which ones? Fishermen, mobile vendors, other actors of the PDAs - Effects and impact on indirect beneficiaries. 	<p>Induced employment of indirect beneficiaries is to be recorded on the PPA-MCC credit side.</p>
<p>4. Analysis of the PPA strategic dimension</p> <p>4.1. PPA positioning compared to the whole range of poverty reduction projects and programs</p> <p>4.2. Conditions to replicate approaches and disseminate tools</p> <p>4.3. Leveraging effect of the APP on other poverty reduction projects</p> <p>4.4. Future prospects to strengthen APP outcomes</p>	<ul style="list-style-type: none"> - What should be understood by the PPA-MCC strategic dimension? - Analysis of the PPA-MCC strategic dimension aspects: sustainable exploitation of fishery resources, Project human dimension, integrate approach for all achievements - PPA-MCC complementarity with Government projects - Adoption by the Government of the integrated approach to development and modernize small-scale fisheries by emphasizing the human dimension, - Build on the experience gained by APP human resources - The PPA-MCC methodological approach can be used as a model for employment generation and income enhancement, through economic growth and agricultural productivity in poor areas (mountains, oasis, arid and semi-arid areas in Sahara provinces, etc.) 	

Table 2: Analysis of effectiveness criteria

Criteria for assessment	Characteristics of the effectiveness criteria	Observation
<p>1. Objectives, results, effects and impact</p> <p>1.1. Objectives:</p> <p>Are they reached?</p> <p>(target goals after refocusing that should be met by the PPA-MCC)</p>	<ul style="list-style-type: none"> • Assessment of achievements that have been functional for nearly a year, • Assessment of components and activities being completed when the evaluation will start (agree on a convenient date based on the timetable) • % of achievements of activities and components by the date agreed with the APP, • Completion of components still uncompleted by this date. 	
<p>1.2. Results: Tangible achievements</p>	<ul style="list-style-type: none"> • Infrastructure and equipment (assess their 	

<p>generated by the activities of each component</p>	<p>functionality):</p> <ul style="list-style-type: none"> • % use by beneficiaries • % refusal of use • Beneficiaries' perception: positive, blurred, negative • Input and improved working conditions: catches? Species? Fish quality? • Functional literacy • Beneficiaries' perception: organizations, educational quality (learning/teaching method, duration of training) • Reading? Writing? • Vocational training: <ul style="list-style-type: none"> -Relevance of programs -Beneficiaries' perception (learning/teaching methods, duration of training) 	
<p>2. Effects</p> <p>2.1.1. Infrastructure and equipment</p> <p>2.1.2. Professional training</p> <p>2.1.3. Organization</p> <p>2.1.4. Quality improvement of catches?</p>	<ul style="list-style-type: none"> • Identify the effects generated by the activities & components carried out effectively: <ul style="list-style-type: none"> • Price • Costs • Quality • Infrastructure and equipment • Working conditions • Collecting catches • Organizing catch controls (ONP, ONSSA...) • Organizing marketing (auctions, prices, etc.) • Storage: quality, losses, adulteration of products) • Beneficiaries' perception and gains: educational quality, gains and progress • Perception of other actors: ONP, INRH, ONSSA... • Do the effects of the activities of PPA-MCC contribute to improved incomes and sustainability of fishery resources • Improved catch: appropriate gear, information on weather • Improved control of public services: quotas, biological rest size limits. • Technical and cultural information, access to documents, the press etc ... • Acquisition of appropriate fishing technologies, better use of equipment, • Improving the quality of the catch in terms of species and productivity, income ... • Advocacy fishermen, better ability to negotiate with public services concerned and with customers, access to social protection • Contribution to infrastructure in relation to quality • Organization of marketing (Hall, auctions), ice or refrigeration system available, storage products, improved handling • Impact on prices • Organization of the control of public 	

	<ul style="list-style-type: none"> services (quotas, biological rest, size limits) • Training / Quality Relationship • Mode of professional associations: statutes, election office, regular meetings of the Bureau of the AG, resources, management and good governance, participation of members • Relevant objectives and actions • Services provided to members: sustainability of services, member satisfaction • Role of the APP 	
3. Impact on beneficiaries 3.1. Fishermen's incomes <ul style="list-style-type: none"> - Tifnit (PDA) - Tantan (improved port for the PPA) 3.2. Mobile vendors benefitting from the PPA, incomes	<ul style="list-style-type: none"> • Compare income before the project and income after activities are achieved and infrastructures and equipment are operational, and check gains in terms of functional literacy and vocational training. • Review catch trend and commercial quality, handling and conservation quality at the auction hall of the PDA or improved port, based on observations by ONP, INRH, and the final evaluation team. 	
3.1. Recommended techniques	<ul style="list-style-type: none"> • Identify the techniques taught (see Vocational training item) • Surveys on the use of recommended techniques • Sampling of fishermen • Focus-groups • Interviews with public services 	
3.2. Mobile vendors	<ul style="list-style-type: none"> • Improvement of the quality of marketed fish: • Volume of marketed fish • Progress of sales: reliability of ONP statistics • Perception of mobile vendors • Diversification of species: • ONP statistics? • Collected taxes? • Implementation of recommended techniques (see Recommended techniques item) 	
4. Environment 4.1. Environmental management during works 4.2. Social management during works	<ul style="list-style-type: none"> • Achievement work of infrastructure and equipment: • Impact study of PDAs works and installation • Waste management on construction sites: collection, transportation and discharge • Energy saving: energy efficiency, renewable energy • Environmental friendliness of fishing sites • Protected marine areas • Situation analysis of AMP projects • Level of awareness of fishermen (vocational training with its gains and failures...) • Compliance with labor law: <ul style="list-style-type: none"> -CNSS, AMO, RAMED -Widespread occupational accident insurance on sites, 	

	<ul style="list-style-type: none"> • Vacations, working hours 	
6. Unanticipated results	<ul style="list-style-type: none"> • Favorable results: Development of auxiliary services and new jobs • Unfavorable results: <ul style="list-style-type: none"> -Increase of boats from other fishing sites exerting sustained pressure on fisheries resources, unexpected fall of stocks -Unfavorable climatic disturbance -Spike in input prices 	
7. Analysis of observed variations	<ul style="list-style-type: none"> • Favorable variations (factors of success) • Mobilization to catch up deliverable delays, • All roll-on effects on non-beneficiaries, in the same site and off-site, • Adopting an integrated approach to plan other PDAs and improved ports for small-scale fisheries • Unfavorable variations • Non-use of the year devoted to preliminary studies • Refocusing of the Small-Scale Fisheries Project • Failures in achieving activities and components • Non assimilation of vocational training lessons • Excessive pressure on fishery resources • Identify success factors and bottlenecks to draw lessons for the future 	

Table 3: Analysis of efficiency criteria

Criteria for effectiveness assessment	Characteristics of the effectiveness criteria	Evaluation tests to be carried out
1. Mobilization of financial resources	1.1 Have the funds mobilized by the donors been used within the relevant timeframe?	Table of input deadlines: compare "planned" to "completed"
a. Timelines		
b. Resource allocation	1.2 Has cash been allocated to project operational expenditure as a priority rather than to support administrative expenditure?	Table of resource allocation based on accounting records
c. Least cost	1.3 Have the funds disbursed been used to acquire equipment and consumables at the lowest possible cost and reserved exclusively for the project?	Test the consultation process of suppliers Test actual input allocation
2. Mobilization of human resources	2.1 Has the project-dedicated staffing been reserved for the tasks assigned? 2.2 Does the dedicated staff have the business trade profile?	Establish a placement program for the project-dedicated staff
3. Analysis of results	Have the resources mobilized in terms of operational expenditure and equipment allowed physical achievements, such as accommodating and marketing facilities dedicated to small-scale fisheries?	Establish a physical inventory of achievements and compare them with the budget provided
a. Physical achievements		
b. Gender approach	<ul style="list-style-type: none"> • Has the gender budget been met? • Is the beneficiary population the one planned in the contract? 	Identify the beneficiary population
4. Gap analysis	<ul style="list-style-type: none"> • Have the variations between actual 	Reconciliation statement

	<p>and projected costs been addressed?</p> <ul style="list-style-type: none"> • Are additional costs explained? 	<p>of budgets and achievements</p> <p>Analysis of accounting records</p>
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Table 4: Analysis of consistency criteria

Criteria for assessment	Characteristics of the consistency criteria	Methods & sources of information and observation
<p><u>Matching between mobilized resources/ PPA objectives</u></p> <p><u>Breakdown of the needs in terms of resources</u></p> <ul style="list-style-type: none"> – Describe the process followed – Who is the process author, actor? - Validation of the calculations: accuracy of estimates? – Check of budget request 	<p>1. Do resources match objectives? Project relevance? Feasibility of activities and components.</p> <p>2. Assessment of the control of project preparation, including all dimensions (actors' professionalism and skills, estimated resource requirements per component and activity, allocation between components and programmed activities, prioritization, etc.)</p> <p>3. Validation of the proposals: adequacy of procedures and tools? Monitoring tools?</p>	
<p><u>Allocated budget/Requested budget</u></p>	<p>1. Budget approval process: APP, COS, MCC? Financial control? Resource mobilization requirements for commitments and payments?</p> <p>2. Variations between the budget requested per component and activity and approved budget?</p> <p>3. Reasons given? To whom and to which are they attributable? Are the reasons undeniably justified? Are they overriding?</p>	
<p><u>Refocusing the operational and strategic objectives</u></p>	<p>1. Which necessities or requirements are being addressed by such refocusing? Are the reasons given overriding? What is their level of relevance?</p> <p>2. Has this refocusing been beneficial to achieving PPA components and activities?</p>	
<p><u>Consistency of programming (internal/external)</u></p> <p><u>Development of action plan</u></p>	<p><u>Timeframe of the adopted action plan</u></p> <p>Are the estimated completion times of PPA components and specific activities consistent with the activities' complementarity, and coordination requirement to reach PPA Program overall goals and specific objectives?</p>	
<p><u>Implementation of action plan</u></p>	<p>1. Is the timing for completion and final work consistent?</p> <p>2. Are there any discrepancies which were foreseeable?</p> <p>3. Is it possible to observe and assess potential adverse effects?</p> <p>Can the variations be corrected and the PPA objectives reached?</p>	
<p><u>Governance tools</u></p> <p><u>Analysis of governance tools</u></p> <p>3.2 <u>Conclusion:</u></p> <p>Adequacy</p> <p>Variations</p>	<p>1. Available human resources</p> <p>2. Framework and work tools</p> <p>3. Working procedures</p> <p>4. Strengths and weaknesses of the different tools</p>	

Table 5: Analysis of sustainability criteria

Criteria for assessment	Characteristics of the consistency criteria	Methods & sources of information and observation
<p>1. Sustainability and durability of the outcomes on beneficiaries</p> <p>1.1. Impact on beneficiaries: identification sustainability criteria</p>	<ul style="list-style-type: none"> Recall the results obtained as regards to beneficiaries Fishermen & their families Mobile vendors & their families Other indirect beneficiaries Review the gains related to: <ul style="list-style-type: none"> Beneficiaries' adaptation level to the infrastructures and equipment introduced by the PPA-MCC Conduct of beneficiaries' respective operations under their specific activities Fishing and marketing best practices are well entrenched among beneficiaries Assess involvement of professional organizations' Raise awareness on fishing best practices: <ul style="list-style-type: none"> -resource sustainability, -appropriate fishing gear, -biological recovery periods, -protected marine areas, -hygiene of handling and product conservation. 	<ul style="list-style-type: none"> Mid-term evaluation Findings of the final evaluation Strengths and weaknesses of the PPA-MCC gains Achievements alongside the HALIEUTIS plan: can we identify some synergies between the PPA-MCC and other projects of the Department of Fisheries, INRH? Other documents to be consulted? Interview with APP, ONP, INRH officials and other PPA-MCC stakeholders
<p>1.2. Impact on policies? What will the public services involvement be at the end of the project?</p>	<ul style="list-style-type: none"> What is their perception? Their appreciation? What are the actions impacting fishing policies? Reflection on the replication of strengths and remedying weaknesses What interest did the PPA-MMC generate among services publics: Field services? Central services of the department of fisheries? What is the space set aside for this experience? Are there any lessons that can be learned? What can be done? Does the PPA-MMC experience lead to an improvement of existing regulations? Do public services continue the monitoring and control instituted by the PPA -MMC at the end of the project? Do functional literacy and vocational training continue and/or are they strengthened? 	
<p>1.3. Replication</p>	<ul style="list-style-type: none"> What are the findings of the reflection on replication stated in point 1-2? The approach will be participatory 	

	<ul style="list-style-type: none"> and carried out gradually • Adoption of appropriate legislation where necessary • Is experimental stage required? • Will the replication goals be similar to PPA –MMC goals? • Budgeted required resources 	
1.4. Operation of equipment /infrastructures and services rendered	<ul style="list-style-type: none"> • Is the responsibility of the manager of the PDA and improved port well defined under a program contract between the operator, the department of fisheries and the beneficiaries' representatives? • What is the beneficiaries' perception on post-PPA-MCC? • What is the perception of relevant officials: APP, ONP, Department of fisheries, civil society, indirect beneficiaries? • Is maintenance regular and institutionalized? • Are resources allocated? 	
1.5. Sustainability of environmental and social best practices	<ul style="list-style-type: none"> • Necessary institutionalization of best practices (laws, regulations, penalties for offenses) • Monitoring the implementation of best practices • Identification of offenses and those breaching laws and regulations on marine environment, protection of the shoreline, protected marine areas 	
1.6. Assessment of the best practices by all stakeholders	<ul style="list-style-type: none"> • Persevere in awareness raising, vocational training, and functional literacy • Develop technical and vocational training centers for future fishermen, PDAs' and managers of improved ports. 	

As far as the final report's content and form are concerned, the output will present a gap analysis for each of the axis mentioned. To ensure the readability and easy reference of the highlights, a transversal synthesis of these gaps will be presented separately and organized by type of beneficiaries or major accomplishments.

C. SPECIFIC INDICATORS

In line with the Evaluation components of the Monitoring and Evaluation Plan, it is possible to extract indicators from the tables for all project activities, allowing the conduction - for all components - of assessment such as:

- Impact assessment
- Performance appraisal
- Specific analysis

The project activity indicators will be evaluated against a baseline situation. As shown in the table below, drawn from the Monitoring & Evaluation Plan, these evaluations will be based on the increase, stagnation or decrease of the indicators' values called variations.

III) PHASE II: DATA COLLECTION AND PROCESSING

A. APPROACH

The evaluation should be carried out in compliance with the pre-post approach as well as the utilization of target groups and check lists to assess the extent to which the results are achieved. IOS will use quantitative and qualitative methods to assess effects and use the reference indicators mentioned above, as well as other indicators it considers appropriate, in consultation with the M&E team overseeing the evaluation efforts.

As shown in the chapter where the terms of reference are analyzed, the evaluation will address:

- Fish landing sites and improved ports
- Wholesale markets
- Mobile markets
- Other project activities i.e. protected marine areas and gender mainstreaming

Both quantitative and qualitative data will be needed for this assessment.

B. DATA TO BE COLLECTED

- **Quantitative data**

Data sources will be appraised and selected in terms of quality, adaptation to the sites under consideration and feasibility. Quantitative surveys will cover the activities and components for which effects and impacts can already be assessed, provided that certain impacts may manifest later.

According to the terms of reference, the final evaluation will only address the sites, which have been fully completed and that have been used by fishermen for over a year. Specifically, we will consider the Tantan port and Tifnit landing site, which have been operational since June and July 2012, respectively.

After an interview with the UGP official, it was noticed that the only wholesale market built under the Compact since December 2012 has not yet been put in service. It is thus impossible to assess its impact on beneficiaries. However, it was decided to evaluate the operationalization process for completion of wholesale markets. Beni Mellal wholesale market will serve as an example to highlight any problems unidentified by the studies, which Morocco should avoid in the future.

With respect to the activity related to reorganizing mobile vendors, an impact assessment is to be carried out in the following cities: Meknes, Sidi Ifni, Khenifra, Sidi Kacem, Sidi Slimane, Agadir, Inzgane and Fkih Ben Saleh. The number of beneficiary mobile vendors in these cities is 377.

IOS Partners will utilize the following sources to collect quantitative data: APP documents, INRH database, surveys, focus groups and interviews.

It has to be noted that INRH already carried out post-construction surveys in the project's different PDA sites. The findings of such monthly surveys are available: volume of catches, size of fishing efforts, and operational areas. Data on costs, incomes and investments are available for each quarter.

Such data could be used as a benchmark.

- **Qualitative data**

Qualitative data is essential for assessing project's impact, especially when direct actors express their satisfactions and criticisms. Qualitative data give nuance to and place the quantitative data in their context. In the planned assessment, the qualitative analysis will include interviews and group discussions to identify both positive and negative hidden results in order to check the correlation with the project's design and implementation. The interviews will be undertaken with all the stakeholders. The focus groups will be lead with local beneficiaries (and non-beneficiaries for reference) on the ground.

C. DATA COLLECTION TECHNIQUES

The data collection techniques to be used will depend upon the activity to be evaluated and sources of information.

• Documents

The IOS Partners' experts will review the project documents, such as feasibility studies, environmental and social assessments, progress reports, action plans, budgets, studies and audit reports, follow-up reports, appraisals, plans, budgets, and several other relevant papers. The Consultants will also have access to documents relating to other similar projects funded by other financial or technical partners. Similarities and differences will be noted.

• Surveys, focus groups and interviews

Depending on the nature of the information or goal, the evaluation team will use one or several data collection techniques. The following table shows the available choices:

Table 6: Data collection techniques

Component	Type of data to be collected	Technical collection
PDA's and Ports	<ul style="list-style-type: none"> Quantitative data Socio economic data (from INRH) Qualitative data 	<ul style="list-style-type: none"> Analysis of the surveys lead by INRH Focus groups Interviews Technical visits
Mobile vendors	<ul style="list-style-type: none"> Quantitative data Socio economic data Qualitative data 	<ul style="list-style-type: none"> Surveys Focus groups Interviews Documents Statistics
Wholesale markets	<ul style="list-style-type: none"> Qualitative data 	<ul style="list-style-type: none"> Interviews Documents
AMP	<ul style="list-style-type: none"> Qualitative data 	<ul style="list-style-type: none"> Interviews Documents
Gender and integration	<ul style="list-style-type: none"> Qualitative data 	<ul style="list-style-type: none"> Interviews Documents Focus groups

D. STATISTICAL APPROACH AND DATA COLLECTION TOOLS

The evaluation will require a comprehensive, coherent and consistent statistical approach. This is defined in the survey protocol and the data processing tools. Each stage will condition the completion of the following stage. Through this statistical approach, we will try to determine the size of the sample corresponding to the sought or requested accuracy.

1. Statistical approach

- **Sample sizes**

In a sample, the value of any statistical parameter, such as the mean or variance, tends to follow a certain well determined distribution and converges towards the actual value of the corresponding parameter in the parent population, from which the sample was selected. This is known as the sampling distribution.

Sampling techniques are based on this fundamental characteristic in order to set the minimum size of the sample to be investigated if we want the sample to be representative or if we want to assess the real value of a population parameter depending on the result obtained on the sample.

The values observed in a sample tend to converge toward the origin parameters of the parent population with a well determined probability and a given potential for error ($1/t^2$). Certain parameters tend to be distributed under a specific law, like normal or t-distribution; it is said that they have a symptomatically normal distribution or a t-distribution.

We are often called to conduct surveys to collect data in the field. Under what rules should the information be gathered, how to set the sample size and estimate data from the collected information? How otherwise generalize the findings of a sample to the whole population? These sampling distributions help us to set the sample sizes for a given potential for error, and the estimate true values for population, i.e. the generalization of the sample findings.

In order to estimate a sample size for a defined population, we should normally set the margin of error on the \bar{d} mean estimate, and estimate the $\hat{\sigma}$ population standard deviation (most often through similar studies or pilot studies).

The calculation formula is the following: $n = \left(\frac{u_{1-\alpha/2} \times \hat{\sigma}}{d} \right)^2$ which gives the sample size for infinite population ($u_{1-\alpha/2}$, the normal distribution reduced to $\alpha\%$ probability threshold). The absence of data on the variability in the population can be approximated by the following formula: $n = \frac{1}{\epsilon^2}$, i.e. the sample size (n) is equal to the squared inverse of the error (ϵ). As we determined that the acceptable level of error would be $\pm 5\%$, we have:

$n = 1 / 0,05^2$; $n = 1 / 0,0025$; $n = 400$; we thus need 400 respondents. The number thus obtained must be corrected for finite populations by the formula: $n' = \frac{N \times n}{N + n}$, where N is the population size and n' the corrected sample size. The number of samples thus obtained will provide results that shall not differ by $\pm 5\%$, 19 times out of 20, i.e. 95% of the times (ref.: Dagn  lie P., Th  orie et m  thodes statistiques, vol.1, chap. 8. 1985).

- **Fish landing sites (PDAs) and ports**

Since INRH is responsible for collecting socio-economic data among fishers on all sites, we will be able to only analyses their data and studies for the port of Tantan and the PDA of Tifnit.

INRH was indeed tasked to assess the initial situation, which serves as reference on how small scale fisheries, socio-economic indicators and resources management were handled. This monitoring exercise was conducted every month, quarter and semester. The review of the questionnaire indicated that no additional analysis would be required.

- **Wholesale markets**

Out of the five planned wholesale markets, only Beni-Mellal market has been completed; it is however not yet operational, and it will thus not be possible to conduct an impact survey. Nevertheless, and in

order to identify the causes of the delays in completing certain wholesale markets, we will tackle this subject during our interviews with UGP and ONP.

- **Reorganizing mobile vendors**

With respect to the reorganization of mobile vendors, an impact assessment is to be carried out in the following cities: Meknes, Sidi Ifni, Khenifra, Sidi Kacem, Sidi Slimane, Agadir, Inzggane and Fkih Ben Saleh. The number of beneficiary mobile vendors in these cities amounts to 377. Their breakdown by province, as well as the breakdown of mobile vendors not yet benefitting from the project is given in Table 7 below.

Table 7: Number of mobile vendors by province

Province	Number of mobile vendors surveyed with the baseline	Beneficiary mobile vendors	Non-beneficiary mobile vendors
Khenifra	36	14	22
Meknes	205	83	122
Agadir Ida Outanane	226	80	146
Inezgane-Ait Melloul	251	95	156
Fquih Ben Salah	64	30	34
Sidi Ifni	31	10	21
Sidi Kacem	41	27	14
Sidi Slimane	75	38	37
TOTAL	929	377	552

The sample size proposed for the survey amounts to around 200 mobile vendors (100 beneficiaries and 100 persons included in the comparison group). This sample size will only allow obtaining a margin of error of $\pm 8\%$.

In fact, taking into account the preliminary study carried out in Oujda, and considering that the study most important parameter is the average volume in fish Kg transported by day, the study revealed that the mean for that parameter is around 102,67 and that its standard variation and is around 43,585; and by setting a margin of error of the mean estimate of $\pm 5\%$, d is around 5kg at the 95% confidence interval (which implies that in 95% cases, we will have an estimated mean of $\pm 5\text{kg}$), we will have $n=277$, and $n'=160$, while if we increase the margin of error of the estimated mean to $\pm 10\%$, we will obtain $n=70$ and $n'=60$.

By setting the most important parameter as the "Annual net income in MAD", the study showed that this parameter is around 78,545.07 and that its standard variation is around 35,205.096 with a margin of error of $\pm 5\%$ of the estimated mean is $\pm 5\%$, d is MAD3,927 at the 95% confidence interval (which implies that we will have an estimated mean of $\pm \text{MAD}3,927$ in 95% cases), we would have $n=309$, and $n'=170$, while if we increase the margin of error of the estimated mean to $\pm 10\%$, we would have $n=77$, and $n'=65$.

Assuming that the variable is the same among non-beneficiary mobile vendors, and in all provinces, we will analyze a proportional stratified sample, i.e. that the same number of units is proportionally drawn in each province; it is important then to ensure a good strata proportional representation. Table 8 below reproduces the distribution of the sample numbers by province and degrees of accuracy.

Table 8: Sampled number of mobile vendors by province and by degrees of accuracy

Province	Beneficiary mobile vendors			Non-beneficiary mobile vendors		
	% population	5%	7,5%	% population	5%	8%
Khenifra	4%	7	4	4%	8	4

Meknes	22%	37	22	22%	44	22
Agadir Ida Outanane	21%	36	21	26%	52	26
Inezgane-Ait Melloul	25%	43	25	28%	56	28
Fquih Ben Salah	8%	14	8	6%	12	6
Sidi Ifni	3%	5	3	4%	8	4
Sidi Kacem	7%	12	7	3%	6	3
Sidi Slimane	10%	17	10	7%	14	7
TOTAL	100%	170	100	100%	200	100

The sampling frame will be based on the lists that are available at the Unité de Gestion du Projet de Pêche artisanale (UGPP or Management unit of the Small-Scale Fisheries Project) in Casablanca.

2. Collection Tools

• Questionnaires and factsheets

Four questionnaires developed to support the conduct of surveys are annexed to this document. The main topics used as the backbone of each questionnaire are drawn from the tables included in Chapter 3 (phase 1). The four questionnaires will address:

- Fishermen at port level
- Fishermen at PDA level
- Mobile vendors benefitting from the program
- Non-beneficiary mobile vendors

We will develop thematic fact sheets to pilot focus-groups. In order to use the findings to cross-check or support the survey findings, the factsheet topics will be the same as the ones included in the corresponding questionnaire. An example of factsheet is annexed to this document.

The same procedure will be followed to conduct interviews. Key questions to be used for interviews will be predetermined and included in a factsheet.

A sample of the reporting sheet to be filled after focus group discussions or interviews is annexed to this document. In addition to global reporting, relevant findings will be synthesized.

• Database

In line with MCC standards, we will develop a friendly and functional database where all collected data will be included. The database will have an interface to facilitate the automatic data entry. Applications will be defined in consultation with the APP.

E. DATA PROCESSING AND ANALYSIS

Based on the statistical concepts appropriate for the data collected, we will develop tools for data processing. We will ensure data processing reliability, and present findings in a format facilitating their exploitation in order to assess:

- PDAs and ports
- Mobile vendors
- Protected marine areas
- Gender mainstreaming

The assessment will be conducted in compliance with the requirements detailed in the terms of reference.

Data processing goes through the following stages:

- Data reading: To minimize errors, it is important to give clear instructions to the data entry agents. Verification may be done through each survey sheet or, in the case of very large databases, through statistical samples.
- The description of the variables by preliminary statistical analysis (mean, standard variation, minimum, maximum, mode, median). Many errors and deficiencies in data collection can be identified during data analysis. The best data validation goes effectively through their analysis, and that is the approach we are intending to adopt. The entry mask systems do not detect all data entry errors, and it is common to find anomalies when interpreting the results.
- Development of cross-tabulation: Among all cross-tabulations of variables implemented during processing, we will only keep those setting a significant causal link among two variables, allowing a focus for reflection for the next phases.
- The analysis of interrelationships between variables is a means of identifying new avenues of work, highlighting lines for consideration and/or action.
- The delivery of findings is to summarize the data information on a reduced number of dimensions reflecting at best the proximities between observations and/or variables. One of the great difficulties of statistical analysis involving a large number of variables is to deliver a sufficiently clear and synthetic summary on all variables.

IV) PHASE 3: GAP ANALYSIS/EVALUATION

A. SYNTHESIS AND FINDINGS

Each component will be assessed, and findings will be synthesized. The synthesis will be displayed as a dual-entry matrix as shown below. Each box will be empty when the component is not subject to the assessment for current criteria. It will be marked “+” when the assessment is positive and “-” when the assessment is negative.

	Technical and financial relevance	Effectiveness	Efficiency	Sustainability	Impact
Project design					
PDAs and ports					
Reorganizing mobile vendors					
Protected marine areas					
Gender mainstreaming					
Training					
Scientific research					
Planning and completion process					

Each component will be assessed in a specific way. The evaluation of the planning and infrastructure completion is given below as an example.

B. GAP ANALYSIS

According to the terms of reference, the objective is to evaluate the performance of the Small-Scale Fisheries Project i.e. to assess results of the components and activities in terms of physical completion, effects, impacts, and socioeconomic gains by the PPA's beneficiaries.

- **Discrepancies in the infrastructure completion**

This variation will be assessed by comparing initial forecasts after refocusing, and the completion of work is observed in the field, such as PDAs, improved ports for small-scale fisheries and wholesale markets.

The evaluator will review the statement of completion, and through the difference with forecast, will draw the discrepancies. These discrepancies will focus on unachieved and partially completed infrastructure.

The analysis of each variable will be carried out through interviews with relevant officials and review of all (administrative and financial) documents on infrastructure' design and completion.

- **Discrepancies in equipment**

The same process will be adopted to process the discrepancies observed, analyze the process of equipment identification and purchase, and take note of the reasons for the failure. Such failure could be total or partial, quantitative and qualitative.

- **Discrepancies in the reorganization of mobile vendors**

The aim is to check if the beneficiary population corresponds to the Morocco Compact forecasts, and if the choice of beneficiaries corresponds to the criteria set by the relevant contractor and approved by the APP bodies. It will be preceded by an interview, if a sampling of beneficiaries is anticipated for interviewing.

- **Other project activities**

- **Functional literacy**

Analyze the discrepancy between the planned population and the population who followed the functional literacy program.

Analyze the discrepancy between the planned educational program and the program taught.

- **Vocational training**

The same approach will be used to assess the discrepancies observed in vocational training.

- **Pilot-projects for women**

These projects will be assessed under another contract. Under this evaluation, we are requested to "consolidate the results of this analysis in the project in the final evaluation report". The results identified in the analysis of the pilot projects for women will be indicated in our gap analysis.

- **Protected marine areas**

Our assessment will be qualitative for this item. It is possible to identify possible variations against forecasts.

- **Project effects and impacts**

The effects and impacts can only be assessed in two sites: Tantan port and Tifnit PDA, which have been completed and have been in operation for over a year. The comparison between the Compact predictions, based on the reference situation established by the INRH, and effects and impacts observed on 30 June 2013, could reveal variation.

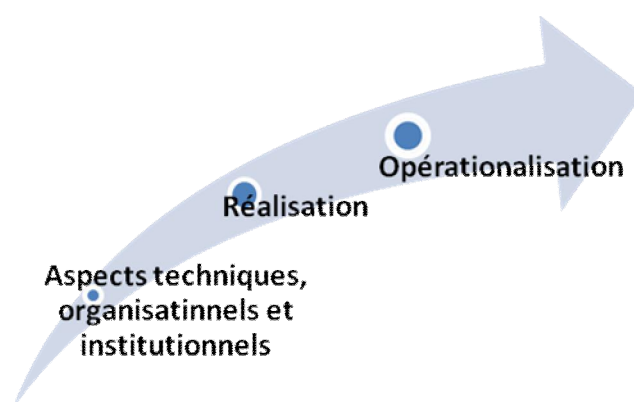
The evaluator will analyze it to determine the possible causes and means to minimize them, and even to avoid them entirely.

In conclusion, the analysis of the results will allow us to give a global overview of the impact of such variations on the implementation of the MCC Small-Scale Fisheries Project, on the effects and impacts anticipated in line with the project overall objectives and specific goals.

C. EXAMPLE OF GAP ANALYSIS: ASSESSMENT OF THE PLANNING AND COMPLETION PROCESS OF THE MCA MOROCCO PROJECT

- **Analysis of the implementation stages**

In this evaluation phase, the team will focus on three key steps in the projects implemented by the MCC in the Morocco fishing industry. These steps are shown in the figure below:



We will first assess the preparatory step: the estimated costs announced in the feasibility study, and both the financial and institutional sustainability as defined in the Compact will be the specific criteria on which this assessment is based.

The compliance with the specific technical specifications will be the focus of the assessment to be carried out in this step. While identifying a gap, the team will give an opinion on the efficiency of the monitoring tools, and professional capacity of the firms selected in the bidding process.

The team will also address the operationalization of the newly-built infrastructures. This step, which is the last phase of the process, is paramount. The deadline date marking the end of the MCA Morocco project will be used as a reference. The works completion date and the date of activation of the infrastructure will be compared to this reference. We anticipate that project programming is done in accordance with the best practices. The duration between work delivery and its start-up should be as short as possible. Similarly, the duration between the start-up and end of the project should be

sufficient to allow the APP to find a solution to start-up problems often numerous, but rarely entirely unanticipated during the previous phases.

- **Progress report by 30 June 2013**

We will assess the efficiency of the MCA Morocco component dedicated to Small-Scale Fisheries by focusing on the analysis of the completion rate and compliance with program planning. We will note the number of PDAs, ports and wholesale markets completed and put into operation, and will then identify potential gaps in initial objectives.

- **Necessary data**

For each site, we will collect the data foreseen in the plans, the actual data relating to work commencement and finalization, and other qualitative information. The timetable developed for each infrastructure will be used to carry out the assessment of this item.

Both the quantitative and qualitative data required for this assessment will be compiled through 2009-2012 annual reports, 2013 first quarter report, and June monthly report. The data collection will be complemented by conducting interviews with main stakeholders involved in infrastructures completion, including the UGP, CID (firm in charge of studies and control), managing staff of the two construction firms, and others.

D. ASSESSMENT OF THE ACQUISITION PROCESS OF THE EQUIPMENT ALLOCATED TO INFRASTRUCTURES

In principle, the purchase of the correct equipment for the operability of the infrastructures planned under the MCA Morocco program should have been done right after the infrastructure was delivered. Any delay can be regarded as a gap and will be analyzed under this assessment. The equipment on which the evaluation team will focus covers the following:

- Equipment for cold production
- Equipment necessary to fish landing
- Equipment composed of information systems

The data necessary for such an assessment will be collected through individual interviews with the UGP and the beneficiaries of each infrastructure. Only a sample of infrastructure completed since 2012 will be analyzed.

E. CONCLUSIONS AND RECOMMENDATIONS

The evaluation results will be used to assess the MCA Morocco's contribution to be defined in terms of tangible (infrastructure) and intangible results (know how, best practices, etc.). They will be translated in **lessons learnt**. The positive outcomes should be encouraged, and action will be proposed to ensure their duplication. The non-satisfactory results should be deeply analyzed to identify the causes of slippage. Recommendations will be issued to avoid repeating the same mistakes in the future.

V) UPDATED WORK PLAN

PHASE	Activity	DESCRIPTION	April	May					June					July					August					September				
				W 1	W 2	W 3	W 4	W 5	W 6	W 7	W 8	W 9	W 10	W 11	W 12	W 13	W 14	W 15	W 16	W 17	W 18	W 19	W 20	W 21	W 22	W 23		
		Logistique																										
		Prise de rendez-vous et documentation																										
		Reunion de démarrage interne																										
		Mise à jour du plan de travail																										
1		PHASE I - Identification of specific indicators																										
	a	Methodology																										
		Meetings and presentation of the general approach																										
		Update of the methodology																										
		Development of questionnaires and test																										
		Submission of the first report in french																										
		Submission of the first report in english																										
		Client approval																										
	b	Development of analysis grid																										
		Relevance																										
		Efficacy																										
		Consistencu																										
		Efficiency																										
		Sustainability																										
	c	Development of indicators by beneficiary																										
		Ports																										
		Wholesale markets																										
		Mobile vendors																										
		Others																										
	d	Sampling and statistical approach																										
		Definition of sampling size and methods for Ports																										
		Definition of sampling size and methods for Markets																										
		Definition of sampling size and methods for Mobile vendors																										

PHASE	Activity	DESCRIPTION	April	May					June					July					August					September				
				W 1	W 2	W 3	W 4	W 5	W 6	W 7	W 8	W 9	W 10	W 11	W 12	W 13	W 14	W 15	W 16	W 17	W 18	W 19	W 20	W 21	W 22	W 23		
2		PHASE II - Data colection and analysis																										
	a	Questionnaires																										
		Questionnaire Ports																										
		Questionnaire PDA																										
		Questionnaire mobile vendors - beneficiary																										
		Questionnaire mobile vendors - non beneficiary																										
	b	MCC Format database																										
		Database development																										
		Development of reporting format																										
	c	Data collection																										
		PDA and ports																										
		Mobile vendors																										
		Protected marine areas																										
		Integration/gender																										

PHASE	Activity	DESCRIPTION	April	May					June					July					August					September				
				W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W
3		PHASE III - Gap analysis																										
	a	Synthesis																										
		Project conception																										
		Ports and PDA development																										
		Mobile vendors reorganization																										
		Protected marine areas																										
		Integration/Gender																										
		Training																										
		Scientific research																										
		Planning																										
	b	Gap analysis																										
		In the development of infrastructures																										
		Regarding equipments																										
		Regarding the organization of mobile vendors																										
		Others																										
	d	Report writing																										
		French version																										
		English version																										
		Client comments																										
		Finalization																										

VI) SCHEDULE OF VISITS AND MOBILIZATION OF INTERNATIONAL EXPERTS

PHASE	Activity	DESCRIPTION	April	May					June					July					August					September				
				W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W	W
		International team member schedule																										
	a	Joseph Dorsey																										
	b	Agnès Joignerez																										
	c	Roger Christen																										
	d	Martin Fleury																										
	e	Tea Alania																										

VII) ANNEXES

PROPOSED QUESTIONNAIRE TO ASSESS THE ORGANIZATION AND EQUIPMENT FOR 1,260 MOBILE FISH VENDORS

Questionnaire Marchands Ambulants bénéficiaires

استمارة باعة السمك المتجولون المستفيدين

Date التاريخ	: .. / .. / 2013	Questionnaire n° رقم استمارة
Enquêteur اسم الباحث	:	Saisi par :

1- IDENTIFICATION تعريف

1.1- Arrondissement المقاطعة	:	<input type="text"/>
1.2- District	:	<input type="text"/>
1.3- Nom et prénom الاسم و النسب	:	<input type="text"/>
1.4- Adresse العنوان	:	<input type="text"/>
1.5- Téléphone الهاتف	:	<input type="text"/>
1.6- Est-ce que vous êtes le chef de ménage ?	:	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا <input type="text"/>
1.7- Si Non, quel lien de parenté avez-vous avec le chef du ménage ?	:	1= conjoint ; 2=parent ; 3=enfant ; 4=autre (à préciser). <input type="text"/>

2- PROFIL DE L'INTERVIEWE معلومات شخصية تتعلق بالمستجوب

2.1- Age السن	<input type="text"/>	<input type="text"/>
2.2- Etat matrimonial الحالة العائلية	<input type="radio"/> (1) Célibataire أعزب <input type="radio"/> (2) Marié متزوج <input type="radio"/> (3) Divorcé مطلق <input type="radio"/> (4) Veuf أرمل	<input type="text"/>
2.3- Nombre d'enfants à charge عدد الأطفال المسؤولين عنهم		<input type="text"/>
2.4- Etes-vous affilié à La CNSS ? هل أنت منخرط في صندوق الضمان الإجتماعي؟	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا	<input type="text"/>
2.5- Etes-vous membre ? هل أنت عضو في؟	<input type="checkbox"/> (1) D'une chambre professionnelle غرفة مهنية <input type="checkbox"/> (2) D'une association professionnelle جمعية مهنية <input type="checkbox"/> (3) Coopérative تعاونية <input type="checkbox"/> (4) Autre آخر	<input type="text"/>
2.6- Avez-vous une assurance ? هل تتوفر على تأمين؟	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا	<input type="text"/>
2.7- Avez-vous un autre moyen de transport ? هل تتوفر على وسيلة نقل أخرى؟	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا	<input type="text"/>
2.8- Si Oui, lequel ? إذا كان نعم ما هي؟	<input type="checkbox"/> (1) Voiture سيارة <input type="checkbox"/> (1) Moto دراجة نارية <input type="checkbox"/> (2) Autre آخر	<input type="text"/>
2.9- Quel est le type de logement ? ما هو نوع السكن؟	<input type="radio"/> (1) Appartement شقة <input type="radio"/> (4) Bidonville دور الصفيح <input type="radio"/> (2) Logement indépendant سكن مستقل <input type="radio"/> (5) Autre à préciser آخر <input type="radio"/> (3) Maison traditionnelle سكن تقليدي	<input type="text"/>
2.10- Quel est le statut de votre logement ? ما هو وضع السكنكم؟	<input type="radio"/> (1) Propriété ملكية <input type="radio"/> (2) Location تأجير	<input type="text"/>

○ (3) Autre à préciser آخر

3- NIVEAU D'INSTRUCTION ET FORMATION المستوى الدراسي والتكوين

3.1 - Niveau d'instruction المستوى الدراسي	○ (1) Sans Primaire بدون ابتدائي	○ (2) Coranique ou préscolaire الكتاب أو التمهيدي	○ (3) ثانوي ○ (4) Secondaire ○ (5) Supérieur العالي	<input type="text"/>
3.2- Avez-vous bénéficié des formations suivantes ? هل سبق أن استفدت من التكوينات الآتية؟	<input type="checkbox"/> (1) Hygiène et qualité الصحة والجودة <input type="checkbox"/> (2) la manipulation et le traitement du poisson التسيير <input type="checkbox"/> (3) la sécurité routière والسلامة <input type="checkbox"/> (4) la comptabilité et la gestion de la micro entreprise والمحاسبة للمقاولة الصغرى			<input type="text"/>
3.3-Si Oui, Etes-vous satisfait des modules de formation? إذا كان نعم هل أعجبتك مواضيع التكوين؟	○ (1) Oui نعم ○ (2) Non لا			<input type="text"/>
3.4- En quoi cette formation a-t-elle changé vos pratiques quotidiennes ? ما هو التغيير الذي أحدثه هذا التكوين في معاملاتك اليومية؟			<input type="text"/>
3.5- Ressentez-vous un besoin en formation? هل تحتاج إلى تكوين؟	○ (1) Oui نعم ○ (2) Non لا			<input type="text"/>
3.6- Si oui, dans quel domaine ? إذا كان نعم ما هو ؟	<input type="text"/>			<input type="text"/>

4- PROFESSION المهنة

4.1- Etes-vous? هل أنت؟	○ (1) Ambulant permanent دائم بائع متجول	<input type="text"/>
	○ (2) Ambulant saisonnier بائع متجول مؤقت	
4.2- Etes-vous? هل أنت؟	○ (1) Poissonnier ambulant بائع سمك متجول	
	○ (2) Poissonnier semi-ambulant (à points variables) متجول شبه بائع سمك	
	○ (4) Poissonnier Fixe avec un Local بائع سمك يتوفر على محل	
4.3- Combien de mois travaillez vous durant l'année ? كم شهرا تشتغل في السنة؟	<input type="text"/>	4.4- Combien de jours travaillez-vous par semaine ? كم يوما تشتغل في الأسبوع؟
		<input type="text"/>
4.5- Quelle autre activité exercez-vous en parallèle ? : إذا كنت مؤقنا ما هو النشاط الآخر الذي تمارسه؟	
4.6- Ancienneté dans le métier الأقدمية في الحرفة	<input type="text"/>	<input type="text"/>
4.7- Etes-vous patenté ou disposez-vous d'une autorisation administrative ? هل تتوفر على الضريبة المهنية او على رخصة ادارية؟	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>

5- TRIPORTEUR الدراجة النارية الثلاثية

5.1- Etes-vous satisfait de votre triporteur الثلثية؟	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
5.2- Si non pourquoi ?	<input type="text"/>	
5.3- Avez-vous des problèmes techniques avec le triporteur ? لديك مشاكل تقنية مع الدراجة النارية الثلاثية؟	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>

5.4- Si Oui quel genre de problème		<input type="text"/>
5.5-La taille du tricycle paraît-elle adaptée ?	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
5.6- Y-a-t-il des problèmes particuliers concernant la conduite des triporteurs? هل هناك مشاكل تتعلق بقيادة الدراجة النارية الثلاثية	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
5.7- Si Oui, lesquels ? : إذا كان نعم ما هي؟ :		<input type="text"/>
5.8-Y a-t-il des suggestions à formuler pour apporter des améliorations techniques ? هل هناك اقتراحات لتحسين التقنيات؟	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
5.9- Si oui, lesquelles ? إذا كان نعم.....		<input type="text"/>

6- CONDITION DE TRAVAIL ظروف العمل

6.1-Etes-vous satisfait du rôle qu'accomplit l'association هل أنت راض على الدور الذي تقوم به الجمعية :	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
6.2- Etes-vous satisfait de la fréquence des réunions, هل أنت راض على تواتر الاجتماعات	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
6.3- Etes-vous satisfait de la prise en charge des doléances des membres, هل أنت راض على الاستجابة لشكاوي الأعضاء	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
6.4- Y'a-t-il une amélioration dans les conditions de travail des ambulants depuis l'introduction du tricycle? هل هناك تحسن في ظروف عمل الباعة المتجولين المستفيدين ؟	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
6.5- Y'a-t-il une réduction du temps de travail ?	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
6.6- Y'a-t-il une réduction de la pénibilité de travail ?	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>

7- APPROVISIONNEMENT التموين

7.1- Quel est le lieu d'approvisionnement en poisson ? ما هو مكان التوريد بالسمك؟	○ (1) Marché de gros de poisson سوق السمك بالجملة ○ (2) Commerçant de poisson بائع السمك ○ (3) Autre آخر	<input type="text"/>
7.2- Lieu de vente du poisson مكان بيع السمك :		<input type="text"/>
7.3-Y a t-il des difficultés de trouver de la glace à proximité ? هل هناك صعوبات في الحصول على الثلج ؟	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
Votre lieu d'approvisionnement est-il bien achalandé en ...	7.4- Quantité ?	○ (1) Oui نعم ○ (2) Non لا <input type="text"/>
	7.5- Espèces ?	○ (1) Oui نعم ○ (2) Non لا <input type="text"/>
	7.6- Qualité ?	○ (1) Oui نعم ○ (2) Non لا <input type="text"/>

8- COMMERCIALISATION البيع

Espèces	Quantité moyenne vendue par jour en (Kg) كمية المباعه يوميا ب (كـلـغ)	Prix moyen de vente du Kg ثمن البيع المتوسط للكلـغ	Prix d'achat moyen du Kg ثمن الشراء المتوسط للكلـغ
1. Sardines	8.1 <input type="text"/>	8.2 <input type="text"/>	8.3 <input type="text"/>
2. Maquereau	8.4 <input type="text"/>	8.5 <input type="text"/>	8.6 <input type="text"/>
3. Chinchard	8.7 <input type="text"/>	8.8 <input type="text"/>	8.9 <input type="text"/>
4.	8.10 <input type="text"/>	8.11 <input type="text"/>	8.12 <input type="text"/>
5.	8.13 <input type="text"/>	8.14 <input type="text"/>	8.15 <input type="text"/>
6. Autres	8.16 <input type="text"/>	8.17 <input type="text"/>	8.18 <input type="text"/>

8.19- Chiffre d'affaires moyen par jour رقم المعاملات اليومي

8.20- Revenu moyen net par jour (en درهم) الدخل الصافي اليومي بالدرهم

8.21- Charges moyenne par jour (en Dh) التكاليف اليومية بالدرهم

8.22- Epargne moyenne par mois (en Dh) متوسط التوفير شهريا بالدرهم

8.23- Clientèles principales الزبائن الرئيسيين (1) Hommes رجال (2) Femmes نساء

8.24- La Quantité de poisson vendue s'est-elle progressée De combien ? (1) Oui نعم (2) Non لا
هل تحسنت كمية السمك المباعه ؟

8.25- Les espèces de poisson vendues, se sont-elles diversifiées. هل هناك تنوع في أصناف السمك المباعه. (1) Oui نعم (2) Non لا

8.26- La qualité du poisson vendu s'est-elle améliorée ? هل هناك تحسن في جودة الأسماك المباعه ؟
Pour quel raison ?

8.27- Le prix du poisson vendu s'est-il élevé ? هل ارتفع ثمن الأسماك المباعة ؟ (1) Oui نعم (2) Non لا

8.28- Quelle est la forme de commercialisation la plus utilisée ? ما هو الشكل التجاري الأكثر استعمالا؟
☐ (1) Livraison à domicile التسليم للمنازل
☐ (2) Vente à des commerçants البيع للتجار
☐ (3) Vente dans un point fixe البيع في نقط قارة
☐ (4) Vente itinérante البيع بالتجوال
☐ (5) Autre à préciser آخر

8.29- Procède-t-il à un service à la vente ? (1) Nettoyage (2) Parage (3) Découpe

8.30- Ce service est-il gratuit ?
☐ (1) Nettoyage (2) Non لا (1) Oui نعم (2) Non لا
☐ (2) Parage (1) Oui نعم (2) Non لا
☐ (3) Découpe (1) Oui نعم (2) Non لا

Si non prix moyen du service au Kg

8.31- Avez-vous développé de nouvelles techniques de commercialisation et de vente : (étalage, nettoyage, conditionnement, livraison à domicile, etc.). هل طورت تقنيات بيع جديدة (1) Oui نعم (2) Non لا

8.32- Estimez-vous que le nombre de vos clients a évolué depuis l'acquisition du triporteur ? Dans quelle proportion ?
هل تظن أن عدد زبائنك ارتفع منذ استعمال الدراجة النارية الثلاثية؟

○ (1) Oui نعم ○ (2) Non لا

8.33- Pratique-t-il une forme ou une autre de crédit ?

○ (1) Oui نعم ○ (2) Non لا

a. Laquelle ?

b. Taux d'incidents de paiement ?

8.34- Estimez-vous que votre rayon de vente s'est élargi ?

○ (1) Oui نعم ○ (2) Non لا

9- FINANCEMENT التمويل

9.1- Quelle a été votre apport dans l'achat du triporteur ?

%

ما هي نسبة مساهمتكم في شراء الدراجة النارية الثلاثية؟

9.2- Financement de la part d'acquisition

- ☐ (1) capital personnel
☐ (2) recours à sa famille
☐ (3) recours à des tiers
☐ (4) recours au microcrédit
☐ (5) Autre aide

9.2- Avez-vous des projets à présenter pour le financement de votre activité ?

○ (1) Oui نعم

○ (2) Non لا

هل لديك مشاريع لطرحها لتمويل نشاطك؟

9.3- Si oui, quels sont ces projets ?

إذا كان نعم، ما هي هذه المشاريع؟

10- CHARGES D'EXPLOITATION تكاليف الاستغلال

10.1- Quel est le montant mensuel des charges suivantes en Dh ?

ما هي القيمة الشهرية للتكاليف الآتية بالدرهم؟

10.2- Frais d'essence

تكاليف البنزين.....

10.3- Achat de fournitures et d'accessoires

شراء لوازم وإكسسوارات

10.4- Frais d'assurances

تكاليف التأمين.....

10.5- Frais de transport

تكاليف النقل.....

10.6- Achat de poisson

شراء الأسماك.....

10.7- Frais d'électricité et eau pour l'activité

تكاليف الكهرباء والماء.....

10.8- Loyers de locaux professionnels

كراء المحلات المهنية.....

10.9- Frais financiers

نفقات مالية.....

10.10- Dépenses d'entretien du matériel

تكاليف صيانة المعدات

10.11- Impôts et taxes d'exploitation

ضرائب ورسوم الاستغلال.....

10.12- Frais d'équipement

تكاليف التجهيز.....

10.13- Frais de téléphone

تكاليف الهاتف.....

10.14-Autres frais تكاليف

أخرى.....

11- Conditions de vie

Y'a-t-il eu durant les deux dernières années une amélioration de votre conditions de vie dans les domaines suivants ? :

Rubrique	1 = Oui 2 = Non	Rubrique	1 = Oui 2 = Non
11.1-Alimentation		11.6-Scolarisation	
11.2- Paiement de loyer		11.7- Remboursement de crédit	
11.3- Médicaments/santé		11.8- Téléphone	
11.4- Transport		11.9- Equipements électroménagers	
11.5- Habillement		11.10-Autres dépenses	
11.11- Son rapport avec les autorités s'est-il modifié			

12- Points forts et points faibles du programme

Points forts du programme		Points faibles du programme	
12.1	<input type="text"/>	12.4	<input type="text"/>
.....		
12.2	<input type="text"/>	12.5	<input type="text"/>
.....		
12.3	<input type="text"/>	12.6	<input type="text"/>
.....		

13- APPRECIATIONS تقديرات

13.1- Qu'auriez-vous souhaité de plus de ce programme ?

ماذا كنت تنتظر من هذا البرنامج؟

.....

Mission d'évaluation finale du projet « Pêche artisanale »

Etude d'Impact du projet de Réorganisation des Marchands Ambulants de Poisson

دراسة تأثير مشروع هيكلية وتنظيم باعة السمك المتجولين

Questionnaire Marchands Ambulants non bénéficiaires

استمارة باعة السمك المتجولون غير المستفيدين

Date التاريخ	: .. / .. / 2013	Questionnaire n° رقم استمارة
Enquêteur الباحث	: اسم	Saisi par :

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3.3-Si Oui, Etes-vous satisfait des modules de formation أعجبتك مواضيع التكوين؟	○ (1) Oui نعم ○ (2) Non لا إذا كان نعم هل	<input type="text"/>
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3.5- Ressentez-vous un besoin en formation? هل تحتاج إلى تكوين؟	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>
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4- PROFESSION المهنة

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4.5- Quelle autre activité exercez-vous en parallèle ? : إذا كنت مؤقت، ما هو النشاط الآخر الذي تمارسه ؟	<input type="text"/>	<input type="text"/>
4.6- Ancienneté dans le métier الأقدمية في الحرفة	<input type="text"/>	<input type="text"/>
4.7- Etes-vous patenté ou disposez-vous d'une autorisation administrative ? هل تتوفر على الضريبة المهنية او على رخصة ادارية؟	○ (1) Oui نعم ○ (2) Non لا	<input type="text"/>

5- Moyen de transport du poisson وسيلة نقل السمك

5.1- Quel est son moyen de locomotion? ما هي وسيلة للتنقل؟	<input type="checkbox"/> (1) Bicyclette <input type="checkbox"/> (2) Cyclomoteur <input type="checkbox"/> (3) Cyclomoteur avec remorque <input type="checkbox"/> (4) Tricycle <input type="checkbox"/> (5) Autre à préciser	<input type="text"/>
5.2- Moyen de transport du poisson? ما هي وسيلة نقل الأسماك ؟	<input type="checkbox"/> (1) Panier <input type="checkbox"/> (2) Barquette	<input type="text"/>

<input type="checkbox"/> (3) Caisse en bois <input type="checkbox"/> (4) Caisse isotherme <input type="checkbox"/> (5) Autre à préciser <input type="text"/>	
5.3-L'équipement dont-il dispose donne-t-elle satisfaction ?	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا
5.4-Si non quels sont ces objectifs?	<input type="text"/>
5.5-Est ce que l'équipement dont il dispose est adéquat au développement (croissance) de son commerce?	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا
5.6- Si non préciser en quoi	<input type="text"/>

6- CONDITION DE TRAVAIL ظروف العمل

6.1-Etes-vous satisfait du rôle qu'accomplit l'association : هل أنت راض على الدور الذي تقوم به الجمعية	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا
6.2- Etes-vous satisfait de la fréquence des réunions, هل أنت راض على تواتر الاجتماعات	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا
6.3- Etes-vous satisfait de la prise en charge des doléances des membres, هل أنت راض على الاستجابة لشكاوي الأعضاء	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا

7- APPROVISIONNEMENT التزويد

7.1- Quel est le lieu d'approvisionnement en poisson ? ما هو مكان التزويد بالسماك؟	<input type="radio"/> (1) Marché de gros de poisson سوق السمك بالجملة <input type="radio"/> (2) Commerçant de poisson بائع السمك <input type="radio"/> (3) Autre آخر
7.2- Lieu de vente du poisson : مكان بيع السمك	<input type="text"/>
7.3-Y a t-il des difficultés de trouver de la glace à proximité ? هل هناك صعوبات في الحصول على الثلج ؟	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا
7.4- Quantité ?	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا
Votre lieu d'approvisionnement est-il bien achalandé en ...	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا
7.5- Espèces ?	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا
7.6- Qualité ?	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا

8- COMMERCIALISATION البيع

Espèces	Quantité moyenne vendue par jour en (Kg) كمية المباعه يوميا ب (كلغ)	Prix moyen de vente du Kg ثمن البيع المتوسط للكلغ	Prix d'achat moyen du Kg ثمن الشراء المتوسط للكلغ
7. Sardines	8.1 <input type="text"/>	8.2 <input type="text"/>	8.3 <input type="text"/>
8. Maquereau	8.4 <input type="text"/>	8.5 <input type="text"/>	8.6 <input type="text"/>
9. Chinchard	8.7 <input type="text"/>	8.8 <input type="text"/>	8.9 <input type="text"/>
10.	8.10 <input type="text"/>	8.11 <input type="text"/>	8.12 <input type="text"/>
11.	8.13 <input type="text"/>	8.14 <input type="text"/>	8.15 <input type="text"/>
12. Autres	8.16 <input type="text"/>	8.17 <input type="text"/>	8.18 <input type="text"/>

8.19- Chiffre d'affaires moyen par jour رقم المعاملات اليومي	<input type="text"/>	8.21- Charges moyenne par jour (en Dh) التكاليف اليومية بالدرهم	<input type="text"/>
8.20- Revenu moyen net par jour (en Dh) الدخل الصافي اليومي بالدرهم	<input type="text"/>	8.22- Epargne moyenne par mois (en Dh) متوسط التوفير شهريا بالدرهم	<input type="text"/>
8.23- Clientèles principales الزبائن الرئيسيين	<input type="radio"/> (1) Hommes رجال <input type="radio"/> (2) Femmes نساء		<input type="text"/>
8.24- La Quantité de poisson vendue s'est-elle progressée De combien ? هل تحسنت كمية السمك المباعة؟	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا		<input type="text"/>
8.25- Les espèces de poisson vendues, se sont-elles diversifiées. هل هناك تنوع في أصناف السمك المباعة.	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا		<input type="text"/>
8.26- La qualité du poisson vendu s'est-elle améliorée ? هل هناك تحسن في جودة الأسماك المباعة؟	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا		<input type="text"/>
Pour quel raison ?	<input type="text"/>		
8.27- Le prix du poisson vendu s'est-il élevé ? هل ارتفع ثمن الأسماك المباعة؟	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا		<input type="text"/>
8.28- Quelle est la forme de commercialisation la plus utilisée ? ما هو الشكل التجاري الأكثر استعمالاً؟	<input type="checkbox"/> (1) Livraison à domicile التسليم للمنازل <input type="checkbox"/> (2) Vente à des commerçants البيع للتجار <input type="checkbox"/> (3) Vente dans un point fixe البيع في نقطة قارة <input type="checkbox"/> (4) Vente itinérante البيع بالتجوال <input type="checkbox"/> (5) Autre à préciser آخر		<input type="text"/>
8.29- Procède-t-il à un service à la vente ?	<input type="checkbox"/> (1) Nettoyage <input type="checkbox"/> (2) Parage <input type="checkbox"/> (3) Découpe		<input type="text"/>
8.30- Ce service est-il gratuit ?	<input type="checkbox"/> (1) Nettoyage <input type="checkbox"/> (2) Parage <input type="checkbox"/> (3) Découpe		<input type="text"/>
Si non prix moyen du service au Kg	<input type="text"/>		
8.31- Avez-vous développé de nouvelles techniques de commercialisation et de vente : (étalage, nettoyage, conditionnement, livraison à domicile, etc.). هل طورت تقنيات بيع جديدة	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا		<input type="text"/>
8.32- Pratique-t-il une forme ou une autre de crédit ?	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا		<input type="text"/>
a. Laquelle ?	<input type="text"/>		
b. Taux d'incidents de paiement ?	<input type="text"/>		
8.33- Estimez-vous que votre rayon de vente s'est élargi ?	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا		<input type="text"/>

9- FINANCEMENT التمويل

9.1- Financement de votre outil de travail	<input type="checkbox"/> (1) capital personnel <input type="checkbox"/> (2) recours à sa famille <input type="checkbox"/> (3) recours à des tiers
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	<input type="checkbox"/> (4) recours au microcrédit	
	<input type="checkbox"/> (5) Autre aide	
9.2- Avez-vous des projets à présenter pour le financement de votre activité ? هل لديك مشاريع لطرحها لتمويل نشاطك؟	<input type="radio"/> (1) Oui نعم <input type="radio"/> (2) Non لا	<input type="text"/>
9.3- Si oui, quels sont ces projets ? إذا كان نعم، ما هي هذه المشاريع؟	<input type="text"/>	

10- CHARGES D'EXPLOITATION تكاليف الاستغلال

10.1- Quel est le montant mensuel des charges suivantes en Dh ? ما هي القيمة الشهرية للتكاليف الآتية بالدرهم؟		
10.2- Frais d'essence تكاليف البنزين.....	<input type="text"/>	10.3- Achat de fournitures et d'accessoires شراء لوازم وإكسسوارات
10.4- Frais d'assurances تكاليف التأمين.....	<input type="text"/>	10.5- Frais de transport تكاليف النقل.....
10.6- Achat de poisson شراء الأسماك.....	<input type="text"/>	10.7- Frais d'électricité et eau pour l'activité تكاليف الكهرباء والماء.....
10.8- Loyers de locaux professionnels كراء المحلات المهنية.....	<input type="text"/>	10.9- Frais financiers نفقات مالية.....
10.10- Dépenses d'entretien du matériel تكاليف صيانة المعدات	<input type="text"/>	10.11- Impôts et taxes d'exploitation ضرائب ورسوم الاستغلال.....
10.12- Frais d'équipement تكاليف التجهيز.....	<input type="text"/>	10.13- Frais de téléphone تكاليف الهاتف.....
10.14- Autres frais تكاليف أخرى.....	<input type="text"/>	<input type="text"/>

11- Conditions de vie

Y'a-t-il eu durant les deux dernières années une amélioration de votre conditions de vie dans les domaines suivants ? :

Rubrique	1 = Oui 2 = Non	Rubrique	1 = Oui 2 = Non
11.1- Alimentation		11.6- Scolarisation	
11.2- Paiement de loyer		11.7- Remboursement de crédit	
11.3- Médicaments/santé		11.8- Téléphone	
11.4- Transport		11.9- Equipements électroménagers	
11.5- Habillement		11.10- Autres dépenses	
11.11- Son rapport avec les autorités s'est-il modifié			

12- Points forts et points faibles du programme

Points forts du programme		Points faibles du programme	
12.1	<input type="text"/>	12.4	<input type="text"/>
.....		
12.2	<input type="text"/>	12.5	<input type="text"/>
.....		
12.3	<input type="text"/>	12.6	<input type="text"/>
.....		
.....		

13- APPRECIATIONS تقديرات

13.1- Qu'auriez-vous souhaité de ce programme ?

ماذا كنت تنتظر من هذا البرنامج؟

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